

(12) INTERNATIONAL APPLICATION PUBLISHED UNDER THE PATENT COOPERATION TREATY (PCT)

(19) World Intellectual Property Organization
International Bureau



(43) International Publication Date
10 January 2002 (10.01.2002)

PCT

(10) International Publication Number
WO 02/03287 A1

(51) International Patent Classification⁷: G06F 17/60, (74) Agent: PANOFF, Christopher, V.; Stoel Rives LLP, 900
3/14, 7/38 S.W. Fifth Avenue, Suite 2600, Portland, OR 97204-1268
(US).

(21) International Application Number: PCT/US00/41391

(22) International Filing Date: 20 October 2000 (20.10.2000)

(25) Filing Language: English

(26) Publication Language: English

(30) Priority Data:
09/609,655 30 June 2000 (30.06.2000) US

(71) Applicant (*for all designated States except US*): SHOP
ALL AMERICA.COM INC. [US/US]; 14305 S.W. Mil-
liikan Way, Suite 100, Beaverton, OR 97005 (US).

(71) Applicants and

(72) Inventors: SCHUBERT, Timothy, D. [US/US]; 17850
N.W. Dogwood Court, Beaverton, OR 97006 (US). GAR-
CIA, Clemente, G. [US/US]; 19536 S.W. Ruth Court,
Beaverton, OR 97007 (US). KARAKAS, Steve [US/US];
10129 S.W. Washington Street, Portland, OR 97225 (US).

(81) Designated States (*national*): AE, AG, AL, AM, AT, AU,
AZ, BA, BB, BG, BR, BY, BZ, CA, CH, CN, CR, CU, CZ,
DE, DK, DM, DZ, EE, ES, FI, GB, GD, GE, GH, GM, HR,
HU, ID, IL, IN, IS, JP, KE, KG, KP, KR, KZ, LC, LK, LR,
LS, LT, LU, LV, MA, MD, MG, MK, MN, MW, MX, MZ,
NO, NZ, PL, PT, RO, RU, SD, SE, SG, SI, SK, SL, TJ, TM,
TR, TT, TZ, UA, UG, US, UZ, VN, YU, ZA, ZW.

(84) Designated States (*regional*): ARIPO patent (GH, GM,
KE, LS, MW, MZ, SD, SL, SZ, TZ, UG, ZW), Eurasian
patent (AM, AZ, BY, KG, KZ, MD, RU, TJ, TM), European
patent (AT, BE, CH, CY, DE, DK, ES, FI, FR, GB, GR, IE,
IT, LU, MC, NL, PT, SE), OAPI patent (BF, BJ, CF, CG,
CI, CM, GA, GN, GW, ML, MR, NE, SN, TD, TG).

Published:

— with international search report

For two-letter codes and other abbreviations, refer to the "Guid-
ance Notes on Codes and Abbreviations" appearing at the begin-
ning of each regular issue of the PCT Gazette.

WO 02/03287 A1

(54) Title: TIER-DRIVEN REVERSE AUCTION SYSTEM AND METHOD FOR ELECTRONIC COMMERCE

(57) Abstract: Methods and systems for selling goods (figure 1) and services involve the formation of a contractual alliance of distribution associates, promotion of sales of predefined goods offered by the distribution associates via a centralized web site, and a tier (302) driven reverse auction.

INTERNATIONAL SEARCH REPORT

International application No.

PCT/US00/41391

A. CLASSIFICATION OF SUBJECT MATTER

IPC(7) :G06F 17/60; 3/14, 7/38

US CL :705/1,26,27,37

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S. : 705/1,26,27,37

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

DIALOG

search terms: buy\$, sell\$, auction, internet, bid\$, database, B2B, B2C, location

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	WILDSTROM, STEVEN. In search of the paperless contract Business Week, October 1994, page 14.	1-18
Y	US 5,835,896 A (Fisher et al) 10 November 1998, col 3.	1-18

 Further documents are listed in the continuation of Box C. See patent family annex.

Special categories of cited documents:	"T"	later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention
"A"	document defining the general state of the art which is not considered to be of particular relevance	
"B"	earlier document published on or after the international filing date	"X"
"L"	document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)	"Y"
"O"	document referring to an oral disclosure, use, exhibition or other means	
"P"	document published prior to the international filing date but later than the priority date claimed	"A"

Date of the actual completion of the international search

26 MARCH 2001

Date of mailing of the international search report

18 OCT 2001

Name and mailing address of the ISA/US
Commissioner of Patents and Trademarks
Box PCT
Washington, D.C. 20231

Facsimile No. (703) 305-3230

Authorized officer

RICH WEISBERGER

Telephone No. (703) 308-4408